



# ***NEWS RELEASE***

## **PRESS OFFICE**

**Release Date:** September 25, 2000

**Contact:** Tiffani Clements (202) 205-6740

**Release Number:** 00-87

**Internet Address:** [www.sba.gov/news/indexheadline.html](http://www.sba.gov/news/indexheadline.html)

## ***SBA SELECTS TOP NATIONAL MINORITY SMALL BUSINESS FIRM OF THE YEAR***

### ***IT'S A TIE! Two Minority Firms Receive 8(a) Graduate of the Year Award***

**WASHINGTON** – Three exceptional minority-owned businesses will receive the U.S. Small Business Administration's (SBA) most celebrated awards for superior achievement, SBA Administrator Aida Alvarez announced today. The announcement officially kicked off the 18<sup>th</sup> Annual National Minority Enterprise Development (MED) Week celebration.

The names of the recipients of the *National Minority Small Business Firm of the Year Award* and the *National 8(a) Minority Small Business Graduate of the Year Award* had been withheld until Administrator Alvarez made the announcement at a luncheon today. Even the winners themselves didn't know that they were slated to receive these awards. This is the first year that the SBA deliberately withheld the names of the nominees until the start of the MED Week event.

**"Minority businesses are thriving and MED Week is the time to celebrate the successes of those firms,"** Administrator Alvarez said. **"At SBA, we like to say that we build communities one small business at a time."**

**"I would like to acknowledge three remarkable minority firms,"** Administrator Alvarez continued. **"I am pleased to announce Business Technologies and Solutions, Inc. of Beaver Creek, Ohio, as the recipient of the *National Minority Small Business Firm of the Year Award*. For the first time, we have a tie for the *National 8(a) Minority Small Business Graduate of the Year Award*, between Datrose Industries, of Webster, New York, and Valenzuela Engineering, of Los Angeles."**

This year's award recipients all were participants in the SBA's 8(a) Business Development Program - a program that provides management and technical assistance for socially and economically disadvantaged businesses and assists its participants with networking and procurement opportunities.

The actual presentation of the awards will take place at the awards gala during the MED Week conference at the Hyatt Regency Crystal City Hotel in Arlington, Va. The SBA's Office of Government Contracting and Minority Enterprise Development and the Department of Commerce's Minority Business Development Agency are the co-sponsors of this event. The event began Sept. 24 and will end on Sept. 27. It will feature workshops, seminars and a business expo.

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### **National Minority Small Business Firm of the Year**

*Angela F. Vlahos, President*

***Business Technologies and Solutions, Inc. (BTAS, Inc.)***

Angela G. Vlahos formed Business Technologies and Solutions, Inc. (BTAS, Inc.) in 1992 as the sole employee. Her company expanded in 1996, when she was certified as an 8(a) firm and won her first federal contract from Wright-Patterson AFB in Dayton, Ohio. BTAS is an enterprise solutions provider that offers business and technical solutions to government and commercial clients throughout the United States. Since its first year, BTAS's revenues have rocketed from \$30,000 to \$4 million. It now employs 70 people.

BTAS sets itself apart from its competitors through its trademarked BTAS Right Solution Model. The model is used to analyze business processes in terms of mission-oriented goals. It enables BTAS analysts to organize, systematically compile, understand, and articulate a client's environment and performance parameters.

Ms. Vlahos believes strongly in giving back to her community. She participates in the Dayton School Systems' Minority Outreach program where students intern at a local information technology company (IT) company. With the help of the Dayton Minority Supplier Development Council and the Dayton School System, Ms. Vlahos created an outreach program to encourage students to continue their education and pursue careers in IT. In support of the Clinton Administration's "Welfare to Work" program, BTAS hired and mentored two welfare recipients, who subsequently moved and acquired full-time positions in the local IT community.

### **National 8(a) Minority Small Business Graduate of the Year**

*Jerry H. Valenzuela, President and Chief Executive Officer*

***Valenzuela Engineering, Inc.***

Jerry H. Valenzuela founded Valenzuela Engineering Inc. (VE) in 1987 to provide engineering and construction management services to the public and private sector work industries. In 1989, VE expanded and has now performed over \$200 million in federal contracts. The business currently offers a full range of engineering, design-build construction management, including military and aerospace projects, technical services and environmental services.

VE maintains offices in Arizona, California, Nevada, Oregon and Washington.

VE's business relationship with its customer base is its most distinct advantage. The company's EEO/Affirmative Action program has resulted in a richly diverse work force, comprised of more than 50 percent minorities, including disabled veterans and women. Since VE's graduation from the 8(a) program, it has assisted other businesses in gaining certification to the program. Several firms, through VE's marketing efforts and networking have received millions of dollars in sole-source contracts. VE is currently mentoring five 8(a) businesses.

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VE has contributed more than \$25,000 per year to charities in the last five years. Mr. Valenzuela is the president of the Santa Maria American GI Forum Foundation -- a foundation to promote higher education for the under-privileged. Under his direction, the foundation has raised more than \$60,000 in the past three years, awarding almost 60 scholarships to various students in higher education. VE also provides opportunities for high school and college students to intern at the firm.

**National 8(a) Minority Small Business Graduate of the Year**

*William A. Rose, President  
Datrose Industries, Inc.*

William A. Rose founded Datrose Industries, Inc. in 1976 with only a few employees to provide data entry services in the Rochester, N. Y., area. In 1987, Datrose was certified in the 8(a) program. Since then his company has evolved into a full service bureau of management and information technology services that include: accounts payable processing, travel expense accounting, mailroom administration, purchasing administration, document management, data entry and word processing.

The company's net worth during its tenure in the 8(a) program grew from \$81,000 to \$692,000. Its current total annual sales exceed \$12 million. Datrose's philosophy is customer satisfaction is the primary factor that will help achieve the company's vision of growth and industry leadership. Datrose is dedicated to hiring and retaining a diverse work force. It offers sign language classes to interested employees and actively recruits workers over 55.

Datrose uses minority businesses as suppliers and works with minority firms to teach them about the Malcolm Baldrige quality management plan. The plan emphasizes quality management principles for business growth and success. Datrose has participated in seminars where minority firms were taught how to form strategic alliances. Dartmouth College Amos Tuck Business School hand picked Datrose from a list of 1,000 minority companies for a case study on quality management.

***(List of the 10 Regional Minority Small Business Persons of the Year Attached)***

**REGION I**

Ms. Yolanda Zambrano  
President  
Alpha Travel Agency  
Worcester, MA

**REGION II**

Mr. Ronald E. Wilson  
President  
Dartnell Enterprises, Inc.  
E. Rochester, NY

**REGION III**

Ms. Jacqueline W. Sales  
President  
HAZMED, Inc.  
Lanham, MD

**REGION IV**

Ms. Margie Lewis  
President  
Parallax, Inc.  
Atlanta, GA

**REGION V**

\*Ms. Angela F. Vlahos (**National Winner**)  
President  
Business Technologies and Solutions, Inc.  
Beavercreek, OH

**REGION VI**

Ms. Vivian Spurlock  
President  
DSS Services, Inc.  
San Antonio, TX

**REGION VII**

Mr. R. Douglas McKinzie  
President  
McKinzie Construction, Inc.  
Olathe, KS

**REGION VIII**

Mr. Chad S. DuBois  
President  
CS DuBois Construction, Inc.  
West Fargo, ND

**REGION IX**

Ms. Ruby L. Caffrey  
President  
SMF Systems Corporation  
San Ramon, CA

**REGION X**

Ms. Yuimusa Smith  
President  
SMK Construction Company, Inc.  
Spokane, WA

For more information, contact the MED Week 2000 Office at 1-877-MEDWEEK or visit the Web site at [www.medweek.gov](http://www.medweek.gov).

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